

Message Text

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17-12

ACTION EUR-25

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-07 H-03 INR-10 L-03

NSAE-00 NSC-10 PA-04 RSC-01 PRS-01 SPC-03 SS-20

USIA-15 ACDA-19 IO-14 AGR-20 CEA-02 EB-11 FRB-02

INT-08 LAB-06 AID-20 CIEP-02 STR-08 TAR-02 TRSE-00

OMB-01 DRC-01 /219 W

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R 201500Z NOV 73

FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 7279

INFO USDOC WASHDC

AMEMBASSY BUCHAREST

AMEMBASSY WARSAW

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E.O. 11652: N/A

TAGS: PFOR, BEXP, BU, US

SUBJECT: AGREEMENT REACHED ON JOINT US-BULGARIAN COUNCIL OF
CHAMBERS OF FOREIGN TRADE

REF: STATE 216836

1. DANIEL GOLDY OF U.S. CHAMBER OF COMMERCE VISITED
SOFIA NOVEMBER 19-20 AND SUCCESSFULLY CONCLUDED AGREE-
MENT WITH BULGARIAN CHAMBER OF COMMERCE TO ESTABLISH
JOINT COUNCIL AIMED AT EXCHANGE OF INFORMATION AND
BILATERAL TRADE PROMOTION. TEXT OF INITIALED AGREE-
MENT (TO BE POUCHED) CALLS FOR ANNUAL MEETING OF
COUNCIL WHICH WILL APPROVE JOINT PROJECTS AND COMMITS
BOTH CHAMBERS TO PROMOTE TRADE WITHIN EXISTING RE-
SOURCES. AGREEMENT, ACCORDING TO GOLDY, IS SIMILAR TO
THAT REACHED WITH POLISH AND ROMANIAN CHAMBERS.

2. CHAMBER REPRESENTATIVES, ALTHOUGH HOPEFUL OF
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REACHING AGREEMENT, WERE SOMEWHAT SURPRISED BY SPEED

WITH WHICH BULGARS ACCEPTED PROPOSAL. DRAFT AGREEMENT PRESENTED 10:00AM AND ACCEPTED (WITH MINOR CHANGES) THAT AFTERNOON. IN MEETING WITH FIRST DEPUTY MINISTER FRONTRADE LUKANOV, IT WAS CLEAR THAT LUKANOV PLAYED MAJOR ROLE IN GETTING BULGARIAN BUREAUCRACY TO MAKE RAPID DECISION AND INITIAL AGREEMENT WHEN U.S. REPRESENTATIVES PRESENT IN SOFIA. GOLDY, WHO WAS ACCOMPANIED BY REPRESENTATIVES OF FIRMS WITH WHICH HE ASSOCIATED, HAD HIGH LEVEL MEETINGS IN MINISTRIES OF ENERGY, MACHINE BUILDING, LABOR, AS WELL AS FOREIGN TRADE AND WITH DIRECTORS OF KEY FOREIGN TRADE ORGANIZATIONS.

3. DURING COURSE OF MEETING WITH LUKANOV QUESTION AROSE WHETHER SIGNATURE OF AGREEMENT SHOULD BE DELAYED UNTIL VISIT OF DEPUTY PREMIER IVAN POPOV TO U.S. LUKANOV ARGUED THAT CHAMBER TO CHAMBER AGREEMENT SHOULD BE SIGNED NOW AS "FIRST CONCRETE STEP" SINCE HIS VISIT U.S. IN JULY. HE MENTIONED IN PASSING THAT POPOV VISIT HINGED ON "AGREEMENT TO EXTEND CREDITS, WHETHER BY FORMAL AGREEMENT OR EXCHANGE OF LETTER" AND THAT "TRADE AGREEMENT DISCUSSED EARLIER WAS NOT A PRE-REQUISITE FOR POPOV VISIT." FINALLY WORKED OUT THAT AGREEMENT WAS INITIALED HERE AND WILL BE SIGNED IN STATES IN JANUARY WITH RAZLOGOV CHAIRMAN BULGARIAN CHAMBER OF COMMERCE SIGNING FOR BULGAR SIDE. WILSON CONFIDED GOLDY AUTHORITY DOES NOT GO BEYOND INITIALING AGREEMENTS WHICH MUST THEN BE REVIEWED BY CHAMBER LAWYERS BEFORE BEING SIGNED.

4. BULGARIAN PRESS AND TV COVERED INITIALING OF AGREEMENT AND CHAMBER HOPES TO GIVE EVENT BROAD COVERAGE, RAZLOGOV SAID. ATMOSPHERE THROUGHOUT VISIT WAS EXTREMELY CORDIAL AND INCLUDED TWO LUNCHEONS BY BULGARS AND RECEPTION BY CHARGE'.
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Message Attributes

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